APPENDIX D
Table 1: Correlation Coefficients (1998)

Variable	Couns#	CounsHr	Jobs Create	Jobs Ret	Loan $	Non SBA#	Non SBA$	Sales	SBA Fund	SBA #	SBA $	Train Att	TrainHrs	Train Sessn
Couns#	1.00													
CounsHr	.894*	1.00												
JobsCreate	-.058	-.089	1.00											
Jobs Ret	-.117	-.134	.976*	1.00										
Loan $	.688*	.807*	-.109	-.136	1.00									
Non SBA#	.809*	.808*	-.053	-.088	.907*	1.00								
Non SBA$	.682*	.801*	-.103	-.126	.967*	.902*	1.00							
Sales	-.192	-.163	.984*	.984*	-.132	-.090	-.143	1.00						
SBA Fund	.813*	.844*	-.088	-.145	.644*	.621*	-.636*	-.172	1.00					
SBA #	.635*	.673*	-.062	-.091	.839*	.839*	.736*	-.051	.495*	1.00				
SBA $	.494*	.577*	-.091	.-.118	.778*	.649*	.593*	-.062	.467*	.834*	1.00			
Train Att	.480*	.413*	-.081	-.143	.273	.215	.226	-.187	.510*	.201	.307*	1.00		
Train Hr	.442*	.362*	-.024	-.091	.206	.144	.169	-.062	.503*	.143	.236	.802*	1.00	
Train Sess	.409*	.343*	-.058	-.117	.212	.139	.163	-.176	.478*	.140	.268	.979*	.791*	1.00

** $p < 0.05$

APPENDIX D continued

1998 Data for State

Variable Name	Description
Couns#	Number of clients counseled
CounsHr	Total number of counseled hours
JobsCreate	Total number of jobs created
Jobs Ret	Total number of jobs retained
Loan $	Total $ in loan
Non SBA#	Total number of non-SBA guaranteed loans
Non SBA$	Total $ of non-SBA guaranteed loans
Sales	Total Sales generated
SBA Fund	Total Funding by SBA
SBA #	Total number of SBA guaranteed loans
SBA $	Total $ of SBA guaranteed loans
Train Att	Total number of training attendees
Train Hr	Total number of hours in training
Train Sess	Total number of training sessions